



Blackwell
Publishing

Blackwell Publishing ‘Grilling’

Sue Corbett, Science, Social Science and Humanities Journals Director
Nancy Buckley, International Journal Sales Director



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Blackwell Publishing Copyright 2003



Overview

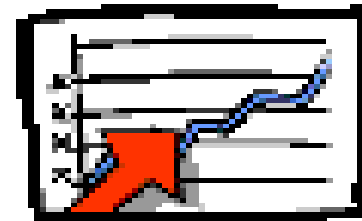
- Company News Sue
- Price Models Nancy
- Archiving Nancy
- Open Access, Legacy, Copyright Sue
- Discussion All





Company news: content

- List has grown from 531 in 2001 to 729+ titles in 2005
- 150 titles (22% of list) will grow in content for 2005
- 157 in the ISI top ten in their subject categories in 2003
average impact factor for Blackwell journals increased by 12% in 2003
- Market leading positions in many subjects:
>20% of the cited articles in dermatology, nursing, dentistry, allergy, fisheries, ecology, evolutionary biology





Company news: access

- 1800 libraries worldwide take “Collection”
- 1200+ libraries in the developing world have free/low cost access
- >50,000 society members have personal access

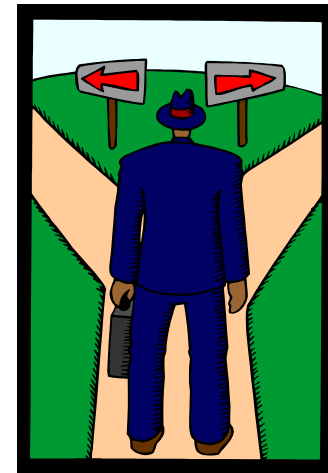






2005 pricing models for consortia

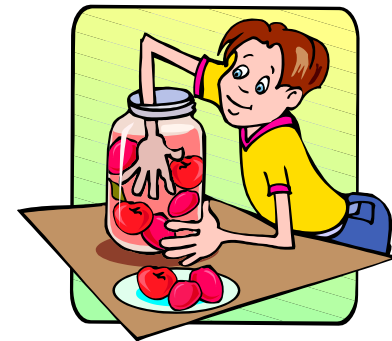
- “Choice” Subscriptions
- Consortia Collections
- Online Only “Flip” Model





“Choice” subscriptions

- 95% Premium Online
- 100% Standard (includes limited online access)
- 110% Premium Print and Online





Consortia collections

- FULL access or choose between HSS or STM or Medical and Nursing
- Annually renewable deal

What's New?

- New journals included (12)
- Takeover journals included (39)
- Libraries can switch maintained subs into online at 95%
- Additional flexibility in base holdings



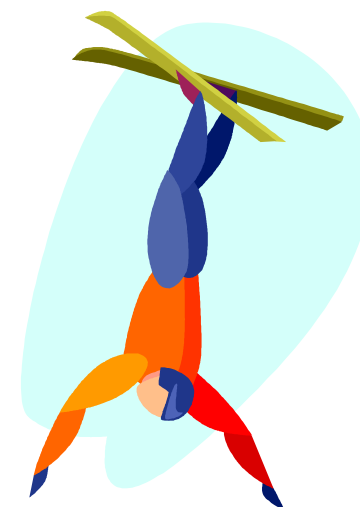


Online only “Flip” model

- Flexibility - E-Only model with optional discounted print
Cross or Full access to additional journals
- Predictability - Fixed prices over 3 years
- Simplicity – Single line invoice for consortia each year

Existing Customers

- CAPES, Brazil
- OhioLink, USA
- HealLink, Greece
- Iceland
- Canada: 4 regional consortia forming a national deal





Why choose Blackwell?

- We are the world's leading publisher working on behalf of academic and professional societies
- The average price of our journals is lower
- We are committed to growing the intellectual strength of our journals and publishing the best research
- Our list is both broad – and deep
- Our online development and license terms ensure libraries gain the most from their purchase





Archiving

- KB Archive Agreement
- Our License
- ALPSP Guidelines
- LOCKSS





Koninklijke Bibliotheek (KB) agreement

Signed June 22nd 2004

- On-site access to all BPL journals
- Fulfilment of ILL from the e-copy
- Provide service solution in the event of a catastrophe

“Blackwell is committed to providing exceptional publishing services to all its customers and that includes perpetual digital archiving. With this agreement Blackwell is able to provide a solid and secure long-time archiving solution for electronic publications.”

Robert Campbell, President, Blackwell Publishing

www.blackwellpublishing.com/press/pressitem.asp?ref=83&site=1



Our License

2.2 On termination of this License, the Publisher shall, if so requested within 30 days of termination, **provide the Licensee with assistance in obtaining continuing access for Authorised and Walk-in Users to that part of the Licensed Material which was published and paid for by the Licensee within the Subscription Period** from a third party's server provided that the third party shall be responsible for any content conversion from the format in which the Publisher provides the material. The Licensee will be responsible for any access fee due to the third party and for any fees associated with content conversion



ALPSP Guidelines

The Most pragmatic solution might be to provide free archival access (to all comers) for issues published prior to the transfer: or to send a CD-ROM, or indeed electronic files, to effected customers for local loading. **If the receiving publisher does decide to offer controlled access to these customers, then the transferring publisher must of course provide all the necessary contact details, as well as details of the precise volumes and issues to which each such customer has access...**

www.alpsp.org/socjourn1.pdf



LOCKSS

- We support **LOCKSS** to:
 - Improve archiving
 - Improve the business model
 - Enhance the technology
 - Actively consult with non-participating publishers

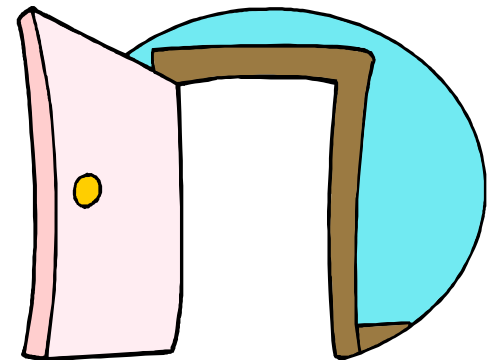






Open access: the Blackwell view

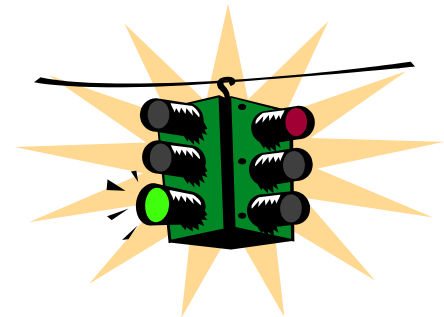
- A mixed economy is emerging
- The models are still experimental
- Societies, libraries and publishers need to collaborate to find the ones that are sustainable
- Blackwell will continue to add publishing value





Legacy and copyright policy

- 30+ societies are providing free access to older articles
- Access to legacy is provided within “premium” subscription for most others
- Most allow author to archive pre/post prints
- A large scale legacy project is under investigation





Thank you - Questions

